



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

**STATE OF DELAWARE
REAL ESTATE COMMISSION**

Posted 06/19/2014 JW
Posted 06/25/2014 JW

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, June 26, 2014 at 9:30 a.m.

**PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware**

**AMENDED AGENDA
(Amended items are denoted with an asterisk)**

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – June 5, 2014
- 3.0 Unfinished Business
 - 3.1 Discussion Regarding Topics for Annual Seminar
 - 3.2 Review Request of Reconsideration from the American School of Real Estate Express, LLC
 - *3.3 Review Previously Tabled Course Provider Application from Sussex County Association of Realtors for Course Titled "The Real Estate Professional's Tool Kit"
- 4.0 New Business
 - 4.1 Update from the Commission – Ms. Klimowicz
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Delaware Association of Realtors
 - 4.2.1.1 Course Title: Module 3: Real Estate Documents
Credit Hours: 3.0
Module: 3
 - 4.2.1.2 Course Title: Module 4: Office Management
Credit Hours: 3.0
Module: 4
 - 4.2.1.3 Course Title: Module 6: Introduction to Commercial Real Estate
Credit Hours: 3.0
Module: 6

- 4.2.1.4 Course Title: Module 7: Technology for Listing Agents
Credit Hours: 3.0
Module: 7
- 4.2.2 Course Provider: Omega Real Estate School
 - 4.2.2.1 Course Title: The Code of Ethics – Your Promise to Professionalism
Credit Hours: 3.0
Module: New Licensee Module 1
 - 4.2.2.2 Course Title: The Agreement of Sale
Credit Hours: 3.0
Module: New Licensee Module 2
 - 4.2.2.3 Course Title: The Delaware Statewide Listing Agreement
Credit Hours: 3.0
Module: New Licensee Module 3
 - 4.2.2.4 Course Title: Real Estate Professionalism
Credit Hours: 3.0
Module: New Licensee Module 4
- 4.2.3 Course Provider: Long & Foster Institute of Real Estate
 - 4.2.3.1 Course Title: Delaware 99 Hour Pre-Licensing Course
Credit Hours: 99.0
 - 4.2.3.2 Course Title: Delaware 99 Hour Pre-Licensing Course
Credit Hours: 99.0
- *4.2.4 Course Provider: Sussex County Association of Realtors
 - 4.2.4.1 Course Title: Agency & Fair Housing
Credit Hours: 3.0
Module: 1
 - 4.2.4.2 Course Title: Real Estate Documents
Credit Hours: 3.0
Module: 3
 - 4.2.4.3 Course Title: Office Management
Credit Hours: 3.0
Module: 4
 - 4.2.4.4 Course Title: Legislative Issues
Credit Hours: 3.0
Module: 5
 - 4.2.4.5 Course Title: Investing in Commercial Real Estate
Credit Hours: 3.0
Module: 6
 - 4.2.4.6 Course Title: Procuring Cause
Credit Hours: 3.0

Module: New Licensee Module 1

4.2.4.7 Course Title: Buyer Representation
Credit Hours: 3.0
Module: New Licensee Module 2

4.2.4.8 Course Title: Seller Representation
Credit Hours: 3.0
Module: New Licensee Module 3

4.2.4.9 Course Title: Real Estate Professionalism
Credit Hours: 3.0
Module: New Licensee Module 4

4.3 Review of Instructor Applications

4.3.1 John Kerrigan
Continuing Education: Module 7 – Lead; Radon; Water; Construction; Personality
Typing; NLP; Stucco; Pest Control; Mold

4.3.2 Christopher Rowe, Sr.
Continuing Education: Module 7 – Social Media

*4.3.3 Ronald Hohrein
Continuing Education: Modules 1 – 6, Continuing Education Module 7 – Short Sale,
REO, Listing Presentation, Buyer Presentation

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property;
Financing; Ethics; Real Estate Investment; Mathematics

*4.3.4 Alfred Johnson
Continuing Education: Module 1; Module 7 – Low-Income Housing Tax Credit

4.4 Review of Student Requests for Approval of Continuing Education

4.4.1 Student Name: Beth Harvey
Course Title: Home Inspection – Blessing or a Curse
Course Provider: Ward & Taylor
Credit Hours: 3.0
Requesting Approval for Module: 1, 2, 3, 4, 5, 6, or 7

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – August 7, 2014 at 9:30 a.m.

9.0 Adjournment

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Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.